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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, February 6, 2014 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	03/06/2014

MEMBERS PRESENT

Donna Klimowicz, New Castle County, Professional Member, Chairperson
Tim Riale, Sussex County, Professional Member, Vice Chairperson
Danielle Benson, New Castle County, Professional Member
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member (9:43 a.m. – 12:08 p.m.)
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

MEMBERS ABSENT

Tammy Reagan, Sussex County, Professional Member

ALSO PRESENT

Karen Alleva, New Castle County Board of Realtors
Sal Sedita, Delaware School of Real Estate

CALL TO ORDER

Ms. Klimowicz called the meeting to order at 9:34 a.m.

Ms. Brodoway moved, seconded by Ms. Benson, to amend the agenda to include the review of additional course provider applications from Kent County Association of Realtors. Motion unanimously carried.

REVIEW OF MINUTES

Mr. Riale moved, seconded by Mr. Rushe, to approve the January 2, 2014 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Review of Course Provider Applications

Ms. Benson moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: American C.E. Institute, LLC

Course Title: The Purchase Reverse Mortgage Program **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: Century 21 Gold Key Realty

Course Title: New Seller's Disclosure **Approved**

Credit Hours: 3.0

Module: 5

Course Provider: The Commercial Real Estate School of TriState Realtors Commercial Alliance

Course Title: Capital Markets: CMBS, Bridge/Mezz and Where We are Heading **Approved**

Credit Hours: 3.0

Module: 7

Course Title: Understanding Professional Documents/Agreements **Approved**

Credit Hours: 3.0

Module: 3

Course Provider: Elzufon, Austin, Tarlov & Mondell, P.A.

Course Title: Case Law Update **Approved**

Credit Hours: 3.0

Module: 5

Course Title: Delaware Landlord Tenant Code **Approved**

Credit Hours: 3.0

Module: 6

Course Title: Delaware Statewide Agreement of Sale **Approved**

Credit Hours: 3.0

Module: 3

Course Title: Delaware Uniform Common Interest Ownership Act & Unit Property Act **Approved**

Credit Hours: 3.0

Module: 5

Course Title: How to Have a Smooth Settlement **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: Keller Williams Realty

Course Title: Legislative Issues **Approved**

Credit Hours: 3.0
Module: 5

Course Title: NAR Quadrennial Ethics Course **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Stucco – The Nitty Gritty **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Kent County Association of Realtors
Course Title: Ethics **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Mold to Sold **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Professionalism in Real Estate Practice **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Delaware Listing Agreements and Real Property Disclosure **Approved**
Credit Hours: 3.0
Module: 3

Course Title: RESPA Rule 8 **Approved**
Credit Hours: 3.0
Module: 5

Course Provider: McKissock, LP
Course Title: Demystifying Appraisals **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: OnCourse Learning Corp. d.b.a. Career WebSchool
Course Title: Ethics in Real Estate **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Tax Free Exchanges **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Sussex County Association of Realtors
Course Title: Case Law Update **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Delaware Landlord-Tenant Code **Approved**

Credit Hours: 3.0
Module: 6

Course Title: Generational Selling and Social Media **Approved**
Credit Hours: 3.0
Module: 7

Course Title: How to Have a Smooth Settlement **Approved**
Credit Hours: 3.0
Module: 7

Course Title: The Statewide Agreement of Sale for Residential Property **Approved**
Credit Hours: 3.0
Module: 3

Course Title: Understanding DUCIOA and the New Amendments to the Unit Property Act **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Legal Implications of Social Media Marketing **Approved**
Credit Hours: 3.0
Module: 7

Course Title: LOMA Flood Plain Process **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Video Marketing for Real Estate **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Certified Military Residential Specialist **Approved**
Credit Hours: 3.0
Module(s): 6 or 7

Course Title: DE Case Law Regarding Rule 7.1.1 of the Delaware Real Estate Commission **Approved**
Credit Hours: 3.0 **for Module 5 or 6 or 7**
Module: 5 or 6 or 7

Course Title: DE Listing Agreements and Real Property Disclosure **Approved**
Credit Hours: 3.0
Module: 3

Course Title: RESPA Rule 8 Course Outline **Approved**
Credit Hours: 3.0
Module(s): 4 or 5

Course Provider: Ward & Taylor, LLC .

Course Title: Home Inspection – Blessing or a Curse? **Approved for Module 3 or 6 or 7**
Credit Hours: 3.0
Module: 3 or 6 or 7

Course Provider: Delaware School of Real Estate
Course Title: Legislative Issues **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Delaware Statutes for Real Estate Professionals **Approved**
Credit Hours: 3.0
Module: 5

Course Provider: The Delaware Association of Realtors
Course Title: Risk Management **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Selling HUD Homes – Making it Easy! **Approved**
Credit Hours: 3.0
Module 6

Review of Instructor Applications

Ms. Benson moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Michael Banner **Approved**
Continuing Education: Module 7 – The Purchase Reverse Mortgage – A Three Hour Detailed Class

Kathleen Booth **Approved**
Pre-Licensing Course: Orientation; Real Estate Mathematics

Kenneth Feaster **Approved**
Continuing Education: Continuing Education Modules 1, 3, 5, 6 and 7 – How to Have a Smooth Settlement

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate

William Horan **Approved**
Continuing Education: Continuing Education Module 7 – 1031 Exchanges

Jeanne LaMere **Approved for Continuing Education Modules 1, 2, 6 and 7 – RESPA; Taxation (Tax Free Exchanges); Green Homes, Not Modules 3, 4, and 5 as Requested**
Continuing Education: Continuing Education Modules 1, 2, 6, Continuing Education Module 7 – RESPA; Taxation (Tax Free Exchanges); Green Homes

Katherine Leary **Approved**
Continuing Education: Continuing Education Module 7 – Home Financing Basics; Steps in Loan Processing & Underwriting; Overview of Mortgage Options; Federal Laws & Mortgages

Robert Sadusky **Approved for Continuing Education Module 7 Only, Not Real Estate Law or Real Estate Documents as Requested.**
Continuing Education: Continuing Education Module 7 – Mold to Sold

Edward Tarlov **Approved**

Continuing Education: Continuing Education Module 1, 3, 5, 6, and 7 – How to Have a Smooth Settlement; Laws Statutes and Contracts

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Legal & Governmental Aspects of Real Estate

Roger Truemper **Approved**

Continuing Education: Continuing Education Module 1, 3, 5, 6, and 7 – How to Have a Smooth Settlement

Pre-Licensing Course: Real Estate Law

Dominic Balascio **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 2, 3, & 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Law; Real Estate Mathematics

Broker's Course: Real Estate Documents; Ethics; Legal and Governmental Aspects of Real Estate

Lisa Flowers **Approved**

Continuing Education: Module 7 – Legal Implications of Social Media Marketing; Growing Your Business Using Social Media; Social Media for Real Estate Pros; 50 Ways to use Social Media in Business; Integrating Social Media into Your Marketing; Top 6 Social Media Platforms for Business

Peter Green, Jr. **Approved**

Continuing Education: Video Marketing for Real Estate

Alexander Szep **Approved**

Continuing Education: Continuing Education Module 6 and 7 – Mortgage Financing; Credit Scoring; Real Estate Transaction for Mortgage Side; First Time Home Buyer

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Financing

Louise Thaxton **Approved**

Continuing Education: Continuing Education Modules 6 & 7 – Certified Military Residential Specialist

Mr. Rushe moved, seconded by Mr. Burns, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Philip McGinnis **Approved**

Continuing Education: Continuing Education Modules 3, 4, 5 & 6

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Brokerage (Sales Management), Valuing Real Property, Real Estate Investment Mathematics

Ms. Benson moved, seconded by Mr. Riale, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Martha Lowe **Approved for New Licensee Modules 1 – 4; Continuing Education Modules, 1, 2, 3, 6 and 7 – Communication/Sales; Staging; Marketing; REBAC Courses as Approved by REBAC and Pre-Licensing Mathematics. Not Approved to Teach Continuing Education Modules 4 and 5, Pre-Licensing Orientation or Real Estate Sales as Requested.**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1, 2, 3, & 6; Continuing Education Module 7 – Communication/Sales; Staging; Marketing, REBAC Courses as approved by REBAC

Review of Student Requests for Approval of Continuing Education

Ms. Benson moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Beverly Blades **Approved**
Course Title: Agency & Fair Housing
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: John Blades **Approved**
Course Title: Agency and Fair Housing
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Carol P. Eckenbrecht **Approved**
Course Title: Selling HUD Homes – Making it Easy
Course Provider: Stephen Marcus
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Lani D. Freshwater **Approved**
Course Title: Delaware Real Estate Commission's Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Donna L. Harrington **Approved**
Course Title: Selling HUD Homes – Making it Easy
Course Provider: Stephen Marcus
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Michael J. Harrington, Jr. **Approved**
Course Title: Delaware Real Estate Commission's Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Judy Mangini **Approved**
Course Title: New Licensed Salesperson Module 4
Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Patricia E. Sebastian **Approved**
Course Title: Selling HUD Homes – Making it Easy
Course Provider: Stephen Marcus
Requesting Approval for Module: 7

Student Name: Richard Stutz **Denied – Course Resume and Course Outline were not submitted**
Course Title: Professional Standards for Module 2
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: William Ulmer **Approved**
Course Title: Delaware Real Estate Commission's Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Mary Whitaker **Approved**
Course Title: Delaware Real Estate Commission's Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0
Requesting Approval for Module: 7

Ms. Benson moved, seconded by Mr. Burns, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Marquita Davis **Approved for Continuing Education Module 7, Not Module 2 as Requested**
Course Title: New Licensee Module 2 – The Agreement of Sale
Course Provider: Omega Real Estate School
Credit Hours: 3.0
Requesting Approval for Module: 2

Student Name: Marquita Davis **Approved**
Course Title: New Licensee Module 3 – The DE Statewide Listing Agreement
Course Provider: Omega Real Estate School
Credit Hours: 3.0
Requesting Approval for Module: 3

Student Name: Marquita Davis **Approved for Continuing Education Module 2, Not Module 4 as Requested**
Course Title: New Licensee Module 4 – Real Estate Professionalism
Course Provider: Omega Real Estate School
Credit Hours: 3.0
Requesting Approval for Module: 4

Mr. Rushe moved, seconded by Ms. Benson, to recommend approval, denial, or tabling, of the following item as noted below. Motion unanimously carried.

Student Name: Philip McGinnis **Approved**
Course Title: CMA Course
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

UNFINISHED BUSINESS

Continued Discussion Regarding CE Reciprocity with Surrounding Jurisdictions

Ms. Kelly summarized Maryland's continuing education requirements and provided the Committee with a brief comparison of the similarities and differences between Maryland and Delaware.

Mr. Riale moved, seconded by Ms. Brodoway to take no additional action regarding this agenda item. Motion unanimously carried.

NEW BUSINESS

Update from the Commission

Ms. Klimowicz advised the Committee that she attended the Commission meeting and that the Commission approved the minutes as presented.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Kelly advised the Committee that the proposed regulations regarding automatic approval for module 7 of Delaware approved courses has been delayed. She advised the Committee that the proposal was only published in one newspaper, and that such notices must be published in two newspapers. Ms. Kelly is anticipating having the public hearing in April, and the deliberations in May. She will suggest that the regulation be made to be retro-active.

Ms. Williams advised the Committee that Mr. Sedita submitted an inquiry regarding Rule 9.0 and Rule 4.14 of the Guidelines and requested clarification in regards to instructor qualifications. It was requested that this be placed on March's agenda for further discussion and a possible revision of the Guidelines to the Commission.

CORRESPONDENCE

Review Correspondence from the Association of Realtors School

The Committee reviewed the request submitted from the Association of Realtors School. Ms. Williams advised the Committee that while she was reviewing the Course Provider Evaluation Reporting Forms, she discovered that the Course Provider approval form had been altered to reflect that it was approved for module 6 and module 7. She advised the Committee that the course was approved for 6 hours in module 7 only. The Association of Realtors School is requesting that students who completed the course, be credited for completion of modules 6 and 7.

Mr. Riale moved, seconded by Ms. Woerner to recommend denial of the request. Motion carried with Mr. Burns and Ms. Benson opposed.

PUBLIC COMMENT

There was no public comment.

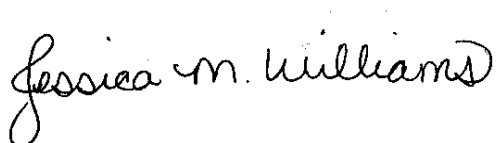
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, March 6, 2014 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Woerner moved, seconded by Ms. Brodoway, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 12:08 p.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II